

VIEW FROM ABOVE

- Industrial vacancy remains low despite continued delivery of new properties.
- Companies with industrial needs should plan ahead!

	THIS QUARTER	NEXT QUARTER
Vacancy	▼	▼
Rents	▲	▲
New Construction	▼	▬
Net Absorption	▲	▬

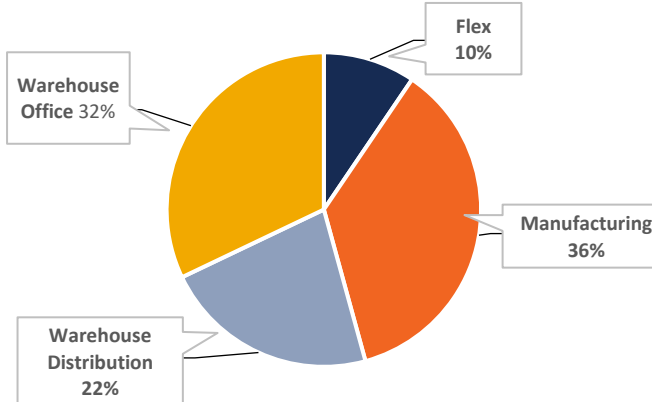
SCANNING THE HORIZON

- **Nineteen (19) lease transactions** totaling over 190,900 SF during Q3
- **Thirteen (13) properties sold**, encompassing 767,600 SF for \$64.9 million
- **Thirteen (13) projects under construction** totaling over 1.3 million SF

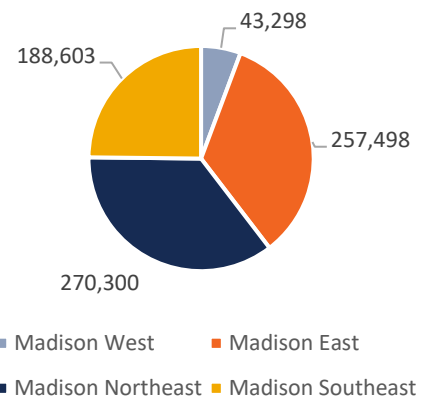
MARKET RECAP

- Inventory 59,465,744 SF
- Absorption 789,482 SF
- Vacancy 1.9%
- Under Construction 1,309,130 SF

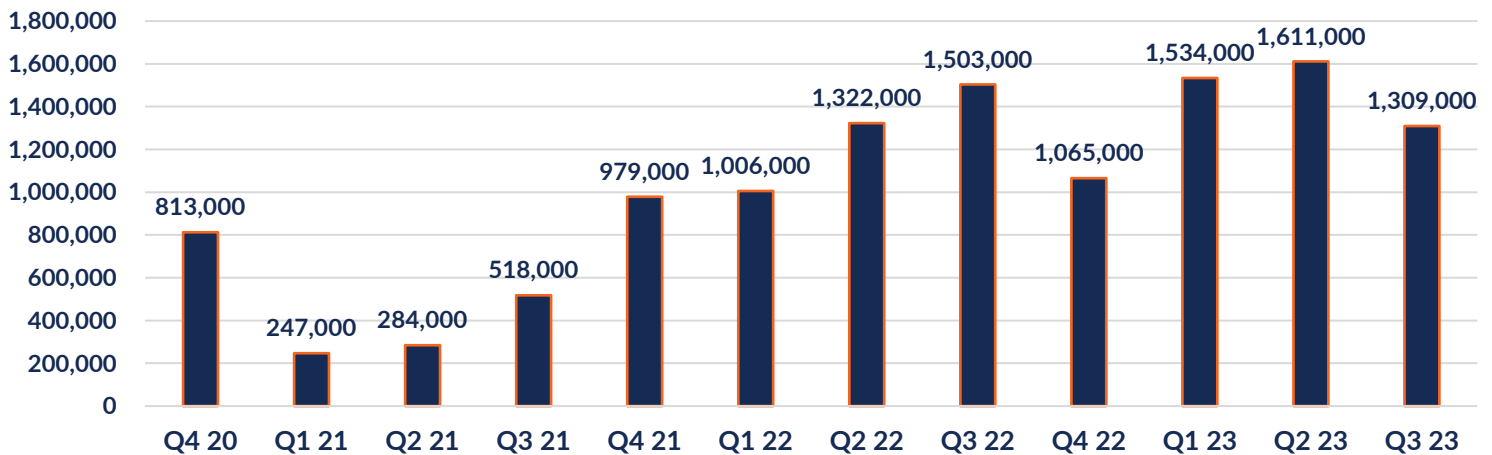
Market By Property Type



New Deliveries YTD (SF)



Under Construction (SF)



Sources: Industrial data provided by REDICatylist, www.redicatylist.com

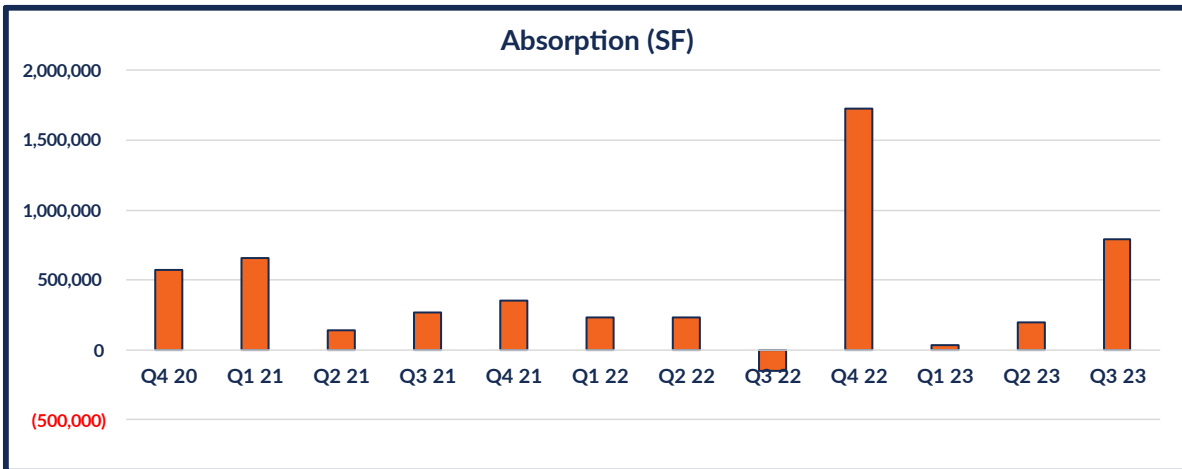
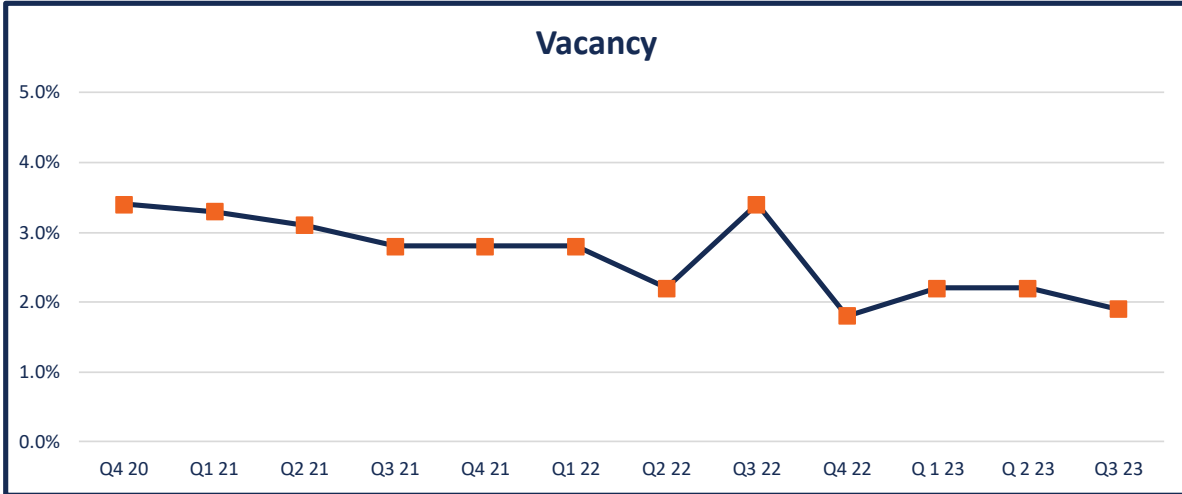
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MARKET OVERVIEW BY PRODUCT TYPE

Property Type	# of Bldgs	Inventory	Total Available (SF)	Total Vacant (SF)	Total Absorption (SF)	YTD Total Absorption (SF)	Vacancy Rate
Flex/RD	145	5,638,711	244,439	149,394	16,466	-21,787	2.6%
Manufacturing	242	21,557,792	496,496	314,674	72,406	30,450	1.5%
Warehouse Distribution	103	13,192,176	494,725	184,807	663,081	513,316	1.4%
Warehouse Office	692	19,077,065	579,338	473,675	37,529	23,639	2.5%
Grand Total	1,182	59,465,744	1,814,998	1,122,550	789,482	545,618	1.9%



MAJOR TRANSACTIONS

Lease

- **Scott's of Wisconsin** leased 45,000 SF of space at 301 Broadway Dr.
- **Fabick Cat** leased 17,516 SF of space at 907-909 Jonathan Dr.
- **Jeff's Fast Freight** leased 16,400 SF of space at 3818-3858 John Wall Dr.

Sale

- **GW Middleton Industrial Owner, LLC** purchased the property at 8400 Fairway Pl. for \$43,500,000
- **O'Deen Properties LLC** purchased the property at 2920 Perry St. for \$4,600,000
- **Golden Odyssey LLC** purchased the property at 2001 Fish Hatchery Rd. for \$3,860,000

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